



## **FUNDRAISING to join an expedition**

based on an article by Catherine Lucas

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# FUND-RAISING TO JOIN AN EXPEDITION

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# FUND-RAISING TO JOIN AN EXPEDITION

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## INTRODUCTION

Fund-raising is hard work and time consuming, but it has one important aim: to enable you to go on an expedition, journey, or project of your choice. You must be inspired and committed by your chosen project and be able to communicate your enthusiasm to those who might give you the money you need. The money is out there, but as with hidden treasure, your task is to find out where it is, who has the key to the treasure chest, and how to persuade that person to open it. This will need, above all, your imagination and determination.

You are not alone in this task. There are many different people who can offer you help and advice and you should make the most of this resource. Ask those who are organising your expedition what methods have been successful in the past, and if any charities are especially sympathetic to your chosen project. With well-established organisations ask if you can meet someone who successfully raised funds for previous projects - speaking to a person who has undertaken a similar task is a great help. There are many books devoted to the subject of fund-raising; there is a list at the end of this chapter. These are either relatively cheap to buy or should be available in your local library.

This paper is intended to give general guidance on how to start your fund-raising campaign, but to succeed and make yourself stand out from the many others trying to raise money you must make your approach a personal and distinctive one. In general, the people most likely to give you funds are those who believe in you as an individual with potential and want to give you a chance of a lifetime to take part in an expedition.

## BEFORE YOU START

### The Project

Before you begin to fund-raise you must have done your homework:

- Be sure you know all about the expedition you are joining. Is it organised by an established charity? Who are the leaders and what will you be doing in the field?
- What are going to be the effects of your project on the environment that you are going to and on the people who live there? Make sure these are not adverse effects.
- Who is going to benefit from your project? Is it science (social and/or natural), the host country, the local people, fauna and flora, yourself or something else?

You need to have these answers at your finger tips as they are questions potential donors will be continually asking.

### Yourself

Consider why *you* should be given the opportunity to join this project and not someone else. Draw up a list of your strengths and weaknesses, and how you see yourself benefiting from the expedition experience. Prepare a short curriculum vitae, perhaps with a photograph of yourself. Don't make it too long; one side of A4 should be more than sufficient. Donors will be interested in you as well as the projects you are doing. Many charities are established specifically for educational purposes.

### The Money

#### *Budgeting*

Before you start asking people for money you must find out exactly how much you will need in total. Any potential sponsors will want to know how their money is to be spent, and you need to establish a target. For many people, this will simply be the expedition fee, but don't forget any hidden/extra costs (insurance, film,

vaccination costs, a personal medical kit, transport to the departure point, any specialist clothing, etc.). You don't want any nasty last minute surprises.

It might be helpful to draw up a budget - simply a list of items of income and expenditure, with a balance equal to your fund-raising target. This can be monitored throughout your fund-raising campaign, to check that targets are being met and expenditure is not becoming excessive.

Constantly working to reduce expenditure is productive. Before you buy anything (postage, printing, insurance, kit, air tickets, food etc.) be sure that you cannot get it at a better price or even free. Wholesalers, or friends of friends (you cannot lose by asking), may help or you may be able to negotiate a favourable price because of what you are doing.

#### *Using your bank or building society*

It might be helpful to open a bank or building society account specifically for your fund-raising. This means donations can be made payable directly to the expedition or project and separate from your own money. It also provides contact with a potential ally - the bank/branch manager. He or she can advise you on:

- investing your funds in a high-interest account (quite significant if your fund-raising continues for, say, a year)
- making a loan, if necessary
- currency and banks in the country you are visiting
- contacting local individuals or organisations who might be able to contribute

If you will be dealing with very large sums of money, it is possible that you will benefit from the advice of an accountant.

## **WHERE TO GO FOR MONEY**

There are many sources of funds which you may be able to tap. Look at as many aspects of yourself and the project as possible, and try to identify those points which might be of interest to potential donors. Perhaps try asking yourself: on the strengths of my personal qualities and of what I am doing, who could possibly give me some money? And conversely: what is there about any particular organisation that would make it want to give me money?

This should bring to mind a huge variety of potential sponsors. Use any personal connections that you have, and think carefully through everyone you know. It is also important to think about where you live; how you structure your fund-raising will be affected by this. If you live in a village or town it is easier to create local interest about what you are doing, especially with fund-raising activities and the media (see below). In large cities this "local boy or girl" image is more difficult to create, but there will be more firms etc. to write to.

Amongst those sources which have often been tapped with success are educational charities and businesses.

Remember that it is not just money that can enable you to go on an expedition, journey or project. Think what each contact can best help you with e.g. camera shop with free film, camping shop with expedition equipment, pharmacy with medical kits, brewery with beer for a fundraising party.

### **Trusts and charities**

Many British charities are established for educational purposes. There are a number of key directories which you should find in the reference section of your local library. Some such directories are listed later, along with a *selection* (by no means all) of appropriate grant-giving organisations.

The fund-raisers' bible is *The Directory of Grant-giving Trusts and Charities*, published annually by the Charities Aid Foundation. Set aside time to get to grips with this huge book. It has a number of separate

indexes to enable you to find appropriate charities. Remember to read carefully the conditions specific to each charity to find out who they are interested in funding - expeditions or individuals. Look out for charities in the area where you live; some give only to the inhabitants of specific districts or towns, and if applicable to you, these should certainly be approached. Do not write to trusts and charities if you are outside their terms of reference: you are wasting their time and yours. Some have application forms and closing dates for applications; make sure you use the forms if required and submit applications on time.

Some may also ask you to go for an interview. You may already have had experience of interviews. The main points to keep in mind were covered in the "Before you start" section, but remember that this is a great chance to present the benefits of a grant to you and show your enthusiasm and commitment.

### **Business**

Local and relevant national businesses are worth approaching for donations in the form of cash, discounts, or "in kind". Do not write indiscriminately. Find companies which have an interest in your local community, which have supported expeditions from your area before, or have an interest in the country or type of work you will be carrying out. The names of local businesses can be obtained from directories (e.g. Yellow Pages, *Directory of Directors*, *Stock Exchange Year Book*, Thompson's) in your local reference library, and from the local Chamber of Commerce and trade associations (addresses from library again). The Department of Trade and Industry's British Overseas Trade Board has offices in many cities and these can advise you on firms that are working in the country you intend to visit.

Small local firms or local offices of larger firms are often more responsive than the large international or national offices which receive many thousands of requests every year. A local firm, for example, may appreciate media coverage which highlights their involvement in the community. Many companies have a yearly budget to distribute so try and get your applications in early. Don't forget to search out business contacts through family and friends, the local Round Table, or just about anyone else you are in touch with. Walk around with a fresh eye - you will see money sources sprouting everywhere!

### **Other institutions**

It is also worth approaching your local council, the Education Department, Departments of Leisure and Recreation, your old school, university, college, youth group, local MP and famous people may also be helpful. If they do not directly give you funds they are likely to give advice and contacts in exchange for a the advertising that you can bring them.

### **The media**

It is unlikely that you will get money directly from the media (newspapers, radio, television). However they may be willing to publicise what you are doing, raise local interest and awareness, and possibly attract a sponsor. Some people sell photographs or a story about the expedition when they come back, but do not rely on this as a source of funds. *Local* newspapers, radio and television are more likely to give coverage than the nationals. Fund-raising events often have good local appeal.

### **Fund-raising events and activities**

There are endless opportunities to use your personal qualities and imagination with this type of fund-raising. However you must be honest about who you are raising money for: it is for you, to take part in a particular expedition. Be enterprising. Here are some possible ideas but the more original you are the better:

- Sponsored events (e.g. walks, swims, parachute and bungee jumps) are very popular, but wouldn't it be better to do something which also benefits others? So how about a sponsored litter pick, bulb-planting, car washing, etc. All are time-consuming to organise so make sure that it is going to be worthwhile (and not dangerous). The success is in getting as many people as possible to sign up *before* the event, and if possible leaving the money with you on trust, so that you don't have to chase up all the promises afterwards.
- Raffles. Try to get local firms and shops to donate prizes so you get all the profit. If you are operating outside the confines of a supporting institution such as a school or college, you are legally obliged to register the event with the local council.

- Fetes, jumble sales, bazaars, discos, etc. Also take a lot of time but if you can get friends to help they are worth doing.

### **Trading activities**

The sale of T-shirts, badges, postcards, sweets, popcorn (or any thing you can think of) is only worthwhile if you can get the items donated or at very low cost. Be careful to calculate that the profit is worth the effort. Try to get as much donated or free or get help from friends makes this easier. Unless you have a trading licence (from the local council, and not easy to obtain), these activities must take place on private premises with the permission of the owners (e.g. school, university, parish council etc.).

### **Personal contribution**

A personal commitment of your own money is advised, and expected by many donors. This might be from your savings or raised by getting a part-time job.

## **WHAT TO DO and HOW TO DO IT**

### **Strategy**

Having decided on your fund-raising methods, it is useful to write out your strategy on paper. Give yourself a timetable with specific tasks and financial goals (be realistic!). You can then work out how much time you want to allocate to fund-raising amongst your other commitments like exams. Start as early as possible - everything always takes longer than you think.

### **Research**

Spend time on research. If you are specific about what you are doing, and then target people and organisations accordingly, you are much more likely to succeed. If you don't you are just wasting everybody's time. Research is not just about libraries; it is also about asking friends and relatives, telephoning possible charities and organisations, asking for names of key people to write to, and finding out procedures on how they like to be approached for money.

### **Presenting yourself on paper**

As you are unlikely to meet all potential donors in person, you will want to use letters and perhaps some supporting documentation to present yourself to them. This may take many forms. An elaborate brochure or prospectus is probably unnecessary but you may want to have a short, interesting curriculum vitae about yourself and the project you are joining. You will probably want a good supply of these which can be photocopied in bulk (consider using recycled paper - with environmental projects especially it shows a consistency of approach). Always have some extras with you so that anytime you meet someone who expresses an interest you can show them something straight away.

These papers will give general background information about yourself and what you are doing, but it will be your *covering letter* that should have the most impact. Letters always form a vital part of fund-raising so spend time at the beginning getting the letter(s) right.

### **Presentation**

Although the letter's content is certainly most important, it will be only one out of many in somebody's in-tray, and has a brief time to convey its message. If it looks well ordered and interesting at first glance, it is more likely to get read. Invest some time therefore in presentation.

Letters should be neat, succinct, eye-catching, and no longer than one page. Although a word-processor can help in producing many similar letters, beware of making them look like anonymous circulars; these rapidly reach the bin. For the same reason, photocopied covering letters may not be effective. Try hand-writing or typing instead. Use as good a quality of paper as possible, preferably the standard A4 size (try to get this paper donated). Some people design logos or decorations for their paper, and although this can be expensive, it is sometimes effective. Finally, beware of looking *too* professional; people might think you have already raised enough money!

### *Writing to the right person*

Everybody you write to deserves a personal letter. A letter written to a specific, named person is far more likely to succeed than the usual "Dear Sir/Madam", especially when dealing with businesses. Consult company literature or ring the secretary first to find out who requests for help should be directed at. Double-check spellings and find out the position of that person - often the Managing Director or Public Relations Manager. Beware of old lists and directories which contain out-of-date names; it is embarrassing and wasteful to have a letter returned just because the person you sent it to left the company years ago.

### *Contents of the covering letter*

The letter should contain the following (not necessarily in this order):

- Who you are
- What you plan to do and why
- Your objectives and who is going to benefit from them
- Why you are writing to them in particular for help, and why they should consider helping you
- How much money you are trying to raise in total and what it will be spent on
- What it is that you want - try to be specific; don't be vague
- Anything you might have to offer in return: reports, slide shows, photographs of products in the field and of course publicity.
- A contact name, address and telephone number for a reply and who cheques are payable to - it is remarkable how often this is forgotten!

If the project you are joining is a charity, mention this. Some grant-giving organisations only give money to charities, and companies can win tax advantages by charitable donations. Check first with the project leader about this.

Remember that mass letter writing is a waste of time and paper. Target who you send letters to. Finally, it is also important that you keep a careful list with dates of everybody you have written to, and a record of replies received.

### *Following-up letters*

If there is no response after you have sent them a letter, always ring them up, check that they have received it, and ask them if they feel they can help etc. Offer to go and see them in person, because once you have met them face to face it is far more difficult for them to say no. It may also be easier to get the enthusiasm that you have over to them. Interest them and get them involved!

## **FINALLY ...**

Remember to thank all those who help and sponsor you when you receive the funds and even a postcard from the field or a brief report on your return. This is essential. Not only is it polite, but others (or even you) may want to ask for their help again and they will be more keen if they know that their help or money was appreciated and recognised before. It is hard work to fund-raise, but there is that aim at the end of it all, so do not get exasperated if money is coming slowly. Careful planning, and an original and enterprising approach will hopefully ensure success.

**GOOD LUCK!**

## SOME USEFUL BOOKS FOR FUNDRAISING

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*The Directory of Social Change*, 24 Stephenson Way, London NW1 2DP (Tel: 020 7209 5151). A registered charity providing information, advice, training and research services. They publish a number of excellent publications on fund-raising, advertising and PR, including:  
*A Guide to Grants for Individuals in Need 2001/2002* Dave Griffiths and Sarah Harland ISBN: 190036073X

*The Third World Directory 1997/98* (1996) Lucy Stubbs. ISBN: 1900360071

*Directory of Directors* (annual) Reed Information Services, Windsor Court, East Grinstead House, East Grinstead, West Sussex RX19 1XA (Tel: 01342-326972). ISBN: 1857397010

*Directory of Grant-Making Trusts* (biennial), 2001/2002 The Charities Aid Foundation, Kings Hill, West Malling, Kent ME19 4TA (Tel: 01732-520000). ISBN: 1900360829

*Guide to International Voluntary Service Associations* (1997) UNESCO available from HMSO, London. ISBN 9230033707

*The Grants Register 1995/97* Edited by Williams. Macmillan Publishers Ltd, London. ISBN 0 333 558758.

*Study Abroad 2001/2002* Published by UNESCO and available from HMSO, London. ISBN 0119852047

Charity Commission - Grant Making Trust database (in London, Liverpool and Taunton) .Harmsworth House, 13-15 Bouverie Street, London EC4Y 8DP Tel: 0207 674 2462

## GRANT-GIVING ORGANISATIONS

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### **ADRIAN ASHBY-SMITH MEMORIAL TRUST**

c/o Mr Jan Ivan-Duke, 39 Sutherland Drive, Newcastle-under-Lyme, Staffordshire ST5 3NZ

*Forms:* Please enclose s.a.e. when asking for application forms. Closing date 1st May. Please type if possible.

*Interview:* None.

*Notification:* During June.

*Criteria:* Preference to those under 40 years of age who are taking part in their first expedition. Three categories: member of scientific/exploratory expedition, handicapped member of expedition, member from an under-privileged background.

*Number:* Three (one from each category). *Ave. value:* Variable.

### **THE ADVENTURE TRUST FOR GIRLS**

1 Bicton Villas, Exmouth, Devon EX8 1JW

*Forms:* Application forms are available from above address.

*Interview:* None

*Notification:* Trustees meet on a regular basis and awards are made on these occasions.

*Criteria:* Applicants must be female, aged 11-18, and must live or attend school within eight miles of Exmouth Town Hall, excluding the areas west of the Exe estuary. The fund was set up to assist applicants in their quest for adventure.

*Number:* Variable. *Average value:* Variable

**JIM BISHOP MEMORIAL FUND** Maggie Brown, c/o Young Explorers' Trust, 10 Larch Close, Bingham, Notts NG13 8GW

*Forms:* Application form (available from YET) and covering letter by 1st February.

*Interview:* None.

*Notification:* Awards are made annually in February. Notification from March onwards.

*Criteria:* This small fund was set up to encourage young people *under the age of 19* to participate in any adventurous activities. Grants are made to individuals only. University expeditions *not* included. Please make special note of the age limitation.

*Number:* about 10. *Ave. value:* £50 - 100 per person.

### **BRITISH SUB-AQUA JUBILEE TRUST**

C/O British Sub-Aqua Club, Telford's Quay, Ellesmere Port, South Wirral CH65 4FL

*Forms:* Application forms are available from above address. Forms and supporting documentation should be submitted at least four months before the expedition leaves.

*Interview:* If required.

*Notification:* Regular meeting of Trustees ensures applicants are informed before departure.

*Criteria:* Awards are made to the individuals for diving-related projects or expeditions so long as the work done involves aqua-lung diving. Both amateurs and professionals may apply since applications are judged on individual merit. Grants may be used for scientific or non-scientific projects so long as the work done involves diving on the aqua-lung.

*Number:* 35. *Ave. value:* £100 - £1,000 (exceptionally £1,000)

### **THE CHALLENGER TRUST**

The Challenger Trust Applications Secretary, 4th Floor, Black Arrow House, 2 Chandos Rd, London NW10 6NF

*Forms:* Application forms for a grant are available from the above address. Applications are considered year round but should be made 60 days prior to departure.

*Interview:* Applicants may be called for interview once their application has been considered.

*Notification:* variable

*Criteria:* The Trust aims to enable school and college students to participate in approved personal development programmes, adventure courses and projects who would otherwise be unable to do so due to a lack of financial resources. Applications require a letter of support from the Head Teacher or Principal from the students educational establishment.

*Number:* variable. *Ave. value:* variable but approx. £200

### **WINSTON CHURCHILL MEMORIAL TRUST**

15 Queen's Gate Terrace, London SW7 5PR

Email: [office@wcmt.org.uk](mailto:office@wcmt.org.uk) Website: [www.wcmt.org.uk](http://www.wcmt.org.uk)

*Forms:* Forms by mid October.

*Interview:* January.

*Notification:* Early February.

*Criteria:* Various categories each year; including the Mike Jones Award for canoeing, and often one on exploration and adventure. No educational or professional qualifications are needed. British citizens only.

*Number:* About 100. *Ave. value:* £6,000+

### **CoSCAN TRAVEL AWARDS**

Dr. Brita Green, 103 Long Ridge Lane, Nether Poppleton, York. YO2 6LW

*Forms:* Forms from the above address. Applications should arrive not later than 31st March

*Criteria:* Applications invited from young people between the ages of 15 and 25. Awards are by way of part-payment towards travel, course fees (where applicable) and accommodation, whilst undertaking a worthwhile project of a broadly educational nature involving travel between the UK and Scandinavia. Applications in writing, giving full details of proposed visit with approximate estimate of cost, together with age and personal details of applicant.

*Ave. value:* Normally in the order of £100.

### **ANDREW CROFT MEMORIAL FUND**

c/o Mrs James Korner, The River House, 52 Strand on the Green, London W4 3PD

*Criteria:* Provides grants for young people under the age of thirty to participate in expeditions, particularly research expeditions to the Arctic, and for the benefit of Arctic communities.

### **EAGLE SKI CLUB GEORGINA TRAVERS AWARD**

c/o Nigel Estlick, Kent House, Countess Road, Amesbury, Wiltshire SP4 7AP

*Forms:* Forms from above address (please enclose a SAE) Closing date 1 October.

*Interview:* Applicants are not normally subject to interview.

*Notification:* Early February.

*Criteria:* For ski mountaineering expeditions and training courses.

*Award:* Up to £1000

### **EXPLORERS CLUB YOUTH ACTIVITY FUND**

Explorers Club, 46 East 70th Street, New York, NY 10021 USA

email: [youth@explorers.org](mailto:youth@explorers.org)

Website: [www.explorers.org/servicesfiles/youth.html](http://www.explorers.org/servicesfiles/youth.html).

*Forms:* Application forms to be submitted by 15 April.

*Interview:* None. *Notification:* May.

*Criteria:* For high school and college undergraduate students to enable them to participate in field research in the natural sciences under the supervision of a qualified scientist.

*Number:* Varies. *Ave. value:* US \$100-1,000

### **ANDY FANSHAWE MEMORIAL TRUST**

**Website:** <http://www.andyfanshawe.org>

*Criteria:* Andy Fanshawe was one of Britain's leading mountaineers and a former National Officer of the British Mountaineering Council who was always prepared to help other young climbers. Following his death in 1992, the Trust was established to continue his work in helping those who lack the means to visit the world's high places. If you are under 26 and lack funding for a climbing expedition or other outdoor initiative, then you could qualify for a grant from the Andy Fanshawe Memorial Trust. The Trust could also help fund your place on a training course provided your primary reason for attending it is for personal development rather than professional qualifications. Up to 50% of the total cost to the individual on the expedition or course is available, with a maximum grant of £500. Screening once a year. Applications have to be submitted by 20 March for the projects undertaken in the 12 months from April.

**THE FRENCH HUGUENOT CHURCH OF LONDON  
CHARITABLE TRUST**

The Clerk to the Trustees, 1 Dean Farrar Street, London SW1H 0DY

*Forms:* Application forms must be accompanied by a budget and a letter of support from an independent referee.

Closing date 28th March.

*Interview:* None

*Notification:* By the end of April.

*Criteria:* For those under the age of 25 years for help with individual projects at home or abroad, preferably, but not necessarily in connection with France. Grants will not be given for the sole purpose of learning a foreign language. Preference is given to those who or whose parents are members of the French Protestant Church of London, and to persons of French Protestant descent. The grant will not exceed 50% of the total cost of the venture.

*Number:* 30 *Ave. value:* Maximum value: £300

**FUCHS FOUNDATION**

c/o Keith Reid, Secretary, British Antarctic Survey, High Cross, Madingley Road, Cambridge CB3 0ET

*Forms:* Forms preferably by end of February but those received at other times will be considered.

*Interview:* Occasionally, by arrangement.

*Notification:* As soon as possible after committee meeting, normally in April.

*Criteria:* To help young people who would otherwise be precluded for reasons of family background or financial status, undertake adventurous outdoor activity. Age normally 14-18. Individual applications only. Applications from University, Medical School or Technical College expeditions are *not* considered.

*Number:* About 15. *Ave. value:* Up to about £500.

**REG GILBERT INTERNATIONAL YOUTH FRIENDSHIP TRUST (GIFT)**

The Secretary, 67 Nunney Road, Frome, Somerset BA11 4LE. Email: [GIFT@care4free.net](mailto:GIFT@care4free.net), Website: [www.GIFT.care4free.net](http://www.GIFT.care4free.net)

*Forms:* Yes. Applications received at least six months before departure are more likely to succeed. Please send s.a.e.

*Interview:* To be arranged if necessary.

*Notification:* By mid-February or mid-July depending on when your application is received.

*Criteria:* Applicants must have an outstanding project involving international friendship through *homestays*. Successful applicants are those deeply involved in the normal, everyday life of the host family/community, and largely out of contact with their group except in an emergency. Full guidelines from the Secretary - age 14-25, please send sae.

*Number:* 10-12. *Ave. value:* £120-£360

**THE MERLIN TRUST**

Valerie Finnis, The Merlin Trust, The Dower House, Boughton House, Kettering, Northamptonshire NN14 1BJ  
Website: [www.merlin-trust.org.uk](http://www.merlin-trust.org.uk)

*Forms:* Available from above address. Please enclose large A4 s.a.e. Apply at least six weeks before departure.

Proposals for projects will be considered at any time of year.

*Interviews:* No interviews.

*Criteria:* Grants for young (preferably between the ages of 20 and 35) horticulturists, to extend their knowledge of plants growing in the wild or in cultivation. Suitable projects may include visiting gardens in different parts of this country or abroad, or travelling to see wild plants in their native habitats anywhere in the world. Applicants should be able to demonstrate the value of their project and a written/illustrated report must be submitted on completion. Grants are not normally given to aid post-graduate study or to fund highly technical, laboratory-based research.

Applications from Britain and Ireland only – accepted throughout the year

*Number:* A maximum 25 per annum. *Ave. value:* Up to £750 plus an annual prize for the best written and illustrated report of the year.

All previous reports (over 300) are held at the Royal Geographical Society and on the Society's Expedition Report Database on the website: [www.rgs.org/eac](http://www.rgs.org/eac)

**NATIONAL TRUST ARKELL FELLOWSHIP**

Catherine Leonard, European & Overseas Relations, The National Trust, 36 Queen Anne's Gate, London SW1H 9AS

*Forms:* Yes. Closing date mid December.

*Interview:* February.

*Criteria:* Fellowships are offered to young people between the ages of 18 and 30 to undertake a comparative study on a subject of significance to the National Trust, incorporating one month's research in another European country. Successful fellows will work with National Trust staff and will be guided by them through the research, report writing and presentation phases. The fellowships are particularly suited to those who have recently completed a first degree, have embarked on or are considering a career in the environmental or heritage fields.

*Ave. value:* Two fellowships awarded annually. The Fellows will be expected to write both full and summary research reports of their findings, which will be given wide circulation by the National Trust initially.

### **THE PAIN ADVENTURE TRUST**

10 Victoria Road, Exmouth, Devon, EX8 1DL.

(01395) 263270/223774

*Forms:* Application pack is available from the above address.

*Interview:* None.

*Notification:* Trustees meet on a monthly basis, except August and December, and awards are made on these occasions.

*Criteria:* Applicants must be male, aged 11-21, and resident in the area administered by East Devon District Council. The fund was set up to help to fund applicants in their quest for travel and adventure.

*Number:* Variable. *Ave. value:* Variable

### **PEOPLE'S TRUST FOR ENDANGERED SPECIES**

Unit 15 Cloisters House, Cloisters Business Centre, 8 Battersea Park Road, London SW8 4BG

*Forms:* Application form and guidelines on request. Detailed project proposals and budget should be submitted by the leader of an expedition by the end of February each year.

*Criteria:* One of the main roles of this charity is to provide financial support and encouragement for education projects in the field of conservation including those undertaken in the summer months by students in Higher Education. The project must have as one of its principal aims the conservation of an individual endangered species, and should not be of a general nature.

Grants are not made to students participating in projects organised by national and international agencies. The projects must be organised by the students themselves.

### **SHELL PERSONAL DEVELOPMENT AWARDS**

website [www.shell.com/careers](http://www.shell.com/careers)

*Forms:* Application via the website from April 2002.

*Criteria:* For individual first- or second-year undergraduates student in any discipline who are planning to stretch themselves, push the limits and reach new goals. For example, working as part of a voluntary organisation, contributing to community projects, learning a new language or skill, planning an expedition, developing further an existing talent, such as excellence in sport, performance arts or music. All Shell ask is that you come back and tell them about it. Applications are welcome from students of any discipline, who are currently in their penultimate year of study or earlier. This award is only open to students who are currently studying in the UK or the Netherlands.

*Number:* 60 *Ave. value:* £500

### **SPIRIT OF ADVENTURE AWARDS**

The Expeditions Secretary, The Captain Scott Society, c/o United Services Mess, Westminster Chambers, Wharton Street, Cardiff CF10 1AG

*Forms:* No forms. Closing date 31 March each year.

*Criteria:* (i) 'Spirit of Adventure Award' for individual or expedition displaying similar 'spirit of adventure' so nobly demonstrated by Captain Scott and The British Antarctic Expedition of 1910; (ii) 'Sir Vivian Fuchs Young Adventure Award' for young persons under 21, similarly displaying the above criteria.

*Number:* one of each award presented at Annual Dinner in June.

*Ave. value:* (i) £1,000, (ii) £250

### **PAUL VANDER-MOLEN FOUNDATION**

Ian Forsdyke MBE, The Model Farm House, Church End, Hendon, London, NW4 4JS (Tel: 0181 203 2344)

*Forms:* No forms, write any time.

*Interview:* By arrangement, if required.

*Criteria:* To provide opportunities for people with disabilities to enjoy and participate in adventurous activities. Open to clubs, individuals, schools, expeditions *etc.*  
*Ave. value:* £200 - £1,000